



U.S. DEPARTMENT OF
ENERGY

Office of the Chief
Information Officer

Department of Energy CIO's Enterprise-Wide Agreement (EWA) Program



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EWA Program Overview: The OCIO's Enterprise Wide Agreement (EWA) Program is a collection of optional-use, strategic sourcing contracts for common-use software, hardware, and services used within IT organizations across the DoE. The EWA Program is open to the entire DoE complex, including National Labs and Power Administrations, and all DoE contractors, including Management and Operating (M&O) contractors.

EWA Program Objectives:

- Leverage the buying power of the DoE complex to minimize overall costs
 - Streamline the IT acquisition lifecycle to minimize internal administrative costs
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- ❖ **Sponsored by OCIO (IM-13) and supported by MA (procurement and Strategic Sourcing Program)**
 - ❖ **In active coordination with Strategic Sourcing Initiative's PMO**
 - ❖ **14 active EWAs (primarily common-use COTS software used in IT)**
 - ❖ **10 with Small Businesses, 5 thru 'preferred ' strategic contracts (SEWP IV, SmartBUY)**
 - ❖ **5 due for renewals in FY12**
 - ❖ **Authorized to use: DoE complex wide (National Labs, Power Administrations, and M&Os)**
 - ❖ **Conducts regular IPT (Integrated Project Team) meetings**

Why EWAs?

- ✓ **Aligned with Industry's Best Practices**
- ✓ **Supports Federal Government IT Initiatives** (SmartBUY, SEWP IV, Clinger-Cohen, etc.)
- ✓ **Data, data, data (industry norms for 1000+ employees organizations)**
 - Enterprise-wide licensing leads to :**
 - **15% reduction** in costs
 - **23% reduction** in overall IT labor
- ✓ ***Benefits:***
 - **Maximize** buying power and **Reduce** total cost of IT ownership (TCO)
 - **Eliminate** duplicative enterprise-wide IT purchases
 - **Improve** knowledge sharing of IT acquisition best practices
 - **Facilitate** collaborative development of enterprise-wide IT sourcing strategies for common IT products



LOWER RISK

- ✓ **Commercially available, Off-The-Shelf (COTS) products & services**
- ✓ **Proven, vetted resellers**
- ✓ **Inputs from PMOs throughout DoE and other IPT members**



LOWER COST

- ✓ **13% below GSA (aggregate cost avoidance)**



Current EWAs

Company/Product	Description	Partner/Reseller
Adobe	Adobe's Government Cumulative Licenses Program (CLP). Desktop products and services	Softmart, Dell
AT&T	Managed Security Services	AT&T
Core Impact	Vulnerability management / penetration testing product	IT Federal Sales
Entrust	Support for proprietary cyber security (PKI, or Public Key Infrastructure) software	Entrust, Inc.
Lumension (Sanctuary)	Endpoint security solution that enables only authorized applications & devices	Technica
Guidance S/W	Enterprise EnCase software products for forensic-based cyber security and e-discovery	immixTechnology, Inc.
McAfee	Anti-virus and anti-spyware software and secure messaging	Affigent
Microsoft	Desktop software, server software, and Premier Support Services	Affigent
Oracle	Proprietary software licensing and maintenance support	DLT Solutions
Redhat	Proprietary Enterprise LINUX software licensing, support, and maintenance	DLT Solutions
Safari Books	Online Scientific/Technical database and other reference material	Safari Books Online
Troux	Suite of Enterprise Architecture and Management software tools	Troux Technologies, Inc.
VIA3	Videoconferencing and collaboration service software	VIA3 Corporation



Renewal Outlook

	Product	Contract Number	Expires	Ceiling
	Autonomy - Microlink	DE-AD01-05IM00123	9/30/2010	\$ 2,150,000
	Lumension	DE-AM01-06IM00054	12/4/2010	\$ 3,000,000
	Safari	DE-IM0000007	1/20/2012	\$ 5,000,000
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1	Adobe - Dell	DE-AB01-07IM00187	5/31/2012	\$ 13,000,000
2	Adobe - Softmart	DE-AB01-08IM00192	5/31/2012	\$ 13,000,000
3	McAfee - Affigent	DE-IM0000013	6/4/2012	\$ 9,500,000
4	Core Impact	DE-IM0000011	6/5/2012	\$ 9,000,000
5	Red Hat - DLT	DE-AB01-07IM00180	6/20/2012	\$ 45,000,000
6	Troux Technologies	DE-IM0000037	9/26/2012	\$ 9,000,000
7	VIA3	DE-AB01-08IM00214	1/17/2013	\$ 50,000,000
8	Oracle - DLT	DE-AD01-08IM00228	5/28/2013	\$ 23,500,000
9	Entrust	DE-IM0000003	6/30/2013	\$ 9,500,000
10	Microsoft - Affigent	DE-IM0000119	4/29/2014	\$ 200,000,000
11	AT&T	DE-IM0000669	3/20/2015	\$ 1,306,800
12	Guidance Software - immixTechnology	DE-IM0000597	9/30/2015	\$ 25,000,000
13	Lumension - Technica Corporation	DE-IM0000669	6/2/2016	\$ 10,000,000
14	Safari	DE-IM0000492	1/20/2017	\$ 3,000,000
	= let expire		total	\$420,806,800

EWA Priorities

Company/Product	Requirement	Comments
Troux Technologies	Ongoing support for Enterprise Architecture tools -- already in 8+ locations within DoE	Under review
Oracle Renewal	Ongoing support for database software licensing and maintenance support	Under review
BMC Software	Ongoing support for Service Desk -- currently in 15+ locations within DoE	Under review

Web Access to EWA Information

<http://energy.gov/cio/guidance/it-acquisition/enterprise-wide-agreements>

https://powerpedia.energy.gov/wiki/Enterprise-Wide_Agreement_Program

☐ Rationalize EWA Program's Structure

- relative to strategic sourcing
- relative to cloudsourcing
- relative to socioeconomic needs
- scope as a proxy for proactive approach (e.g., strategic relations vs. transaction)

☐ Market Research for Requirements on Target List

☐ Re-solicit, re-solicit, re-solicit



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DATA DRIVEN DECISIONS



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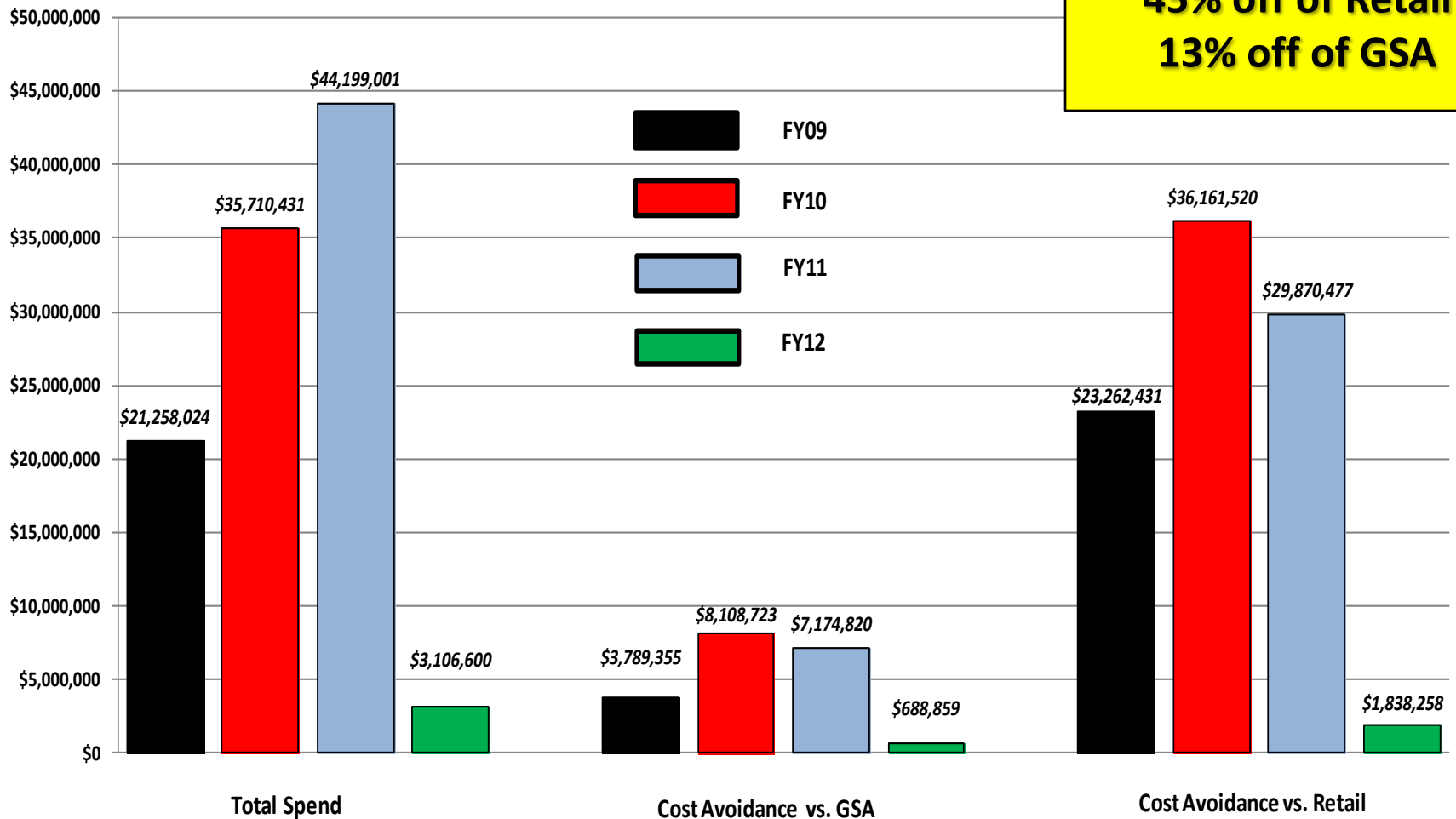
EWA Spend Data

EWA Spend & Cost Avoidance

(Year on Year)

Use as Planning Figures

45% off of Retail
13% off of GSA



❑ EWA Program is a Strong Small Business Opportunity

- ✓ **89%** of EWA spend thru Small Businesses

❑ EWA Usage Concentrated in a Few Contracts

- ✓ **95%** of all EWA spend with three (3) partners (Affigent, DLT, Entrust)
- ✓ **9** of the EWAs have annual spend of less than \$1 million (of which, 5 are less than \$500K)
- ✓ **91%** of total EWA spend in just three (3) of the 13 EWAs*
 - ❖ Microsoft
 - ❖ Redhat
 - ❖ Oracle
- ✓ **96%** in top five EWAs
 - ❖ Microsoft
 - ❖ Redhat
 - ❖ Oracle
 - ❖ McAfee
 - ❖ Adobe (combined both contracts of Softmart and Dell)

DoE Users:

- Low risk – commodity items from vetted partners
- Low cost – discounts off of GSA
- Common use software within IT organizations within DoE
- Open to the entire DoE complex, including National Labs and Power Administrations, and all DoE contractors, including M&O contractors
- Define requirement(s), obtain quote from partner incorporating contract pricing, use local budgets and local procurement team

Partners:

- Need a requirement, make sure there is budget
- Optional use
- Probably will support lowering your internal costs

***“I don’t know who discovered water,
but I’m pretty sure it wasn’t a fish.”***

~ Marshall McLuhan